

Market News

Texas Natural Resource Conservation Commission, Recycling Market Development Program

EPA Funds Information System

With funding from EPA through the Jobs Through Recycling (JTR) grant program, the TNRCC is developing a Recycling Markets Information System. The project will update and enhance existing recycling markets data and link the data into a Geographic Information System (GIS). Once the markets data and GIS are in place, the system will allow TNRCC, regional entities, and recycling end-markets to target regions of the state for potential increases in both supply and demand for recyclables. Using recycling collection, processing, and end-market data coupled with population and other demographic data, projections can be made about the current and potential recycling activity within any defined geographic region of the state.

In commenting about the market development potential for this system, TNRCC Recycling Manager Alan Watts notes that combining and enhancing sources of data with the capabilities of GIS should eliminate some of the guesswork for both generators and users of recyclable material. Instead of initiating or expanding community recycling programs and hoping that markets will be there, users should be able to project the level of demand for materials within regions of the state. Likewise, this system will allow users to project the impacts of population or participation increases in collection programs, and attract new processing and end-market capacity to the state to satisfy the increase in supply.

Data collection from municipal recycling programs and recycling collectors, processors, and end-markets is now underway. The development of the GIS will begin in early summer and preliminary data should be available in late 1997.

Plastics Recycling

Before collecting any plastics, your business should identify markets, preferably more than one for each material to be collected. There are several ways to locate potential markets for plastics, which include the following:

Call the toll-free American Plastics Council hotline at 1-800-243-5790. The APC maintains a database of over 1,500 potential plastics markets - both handlers and reclaimers. Businesses can receive market information by region state, processing capabilities and, of course, by resin type.

Call other municipalities and find out where they market their materials. TNRCC's publication Recycle Texas: A Directory of Recycling Companies (publication number GI-224) provides excellent market information.

When it comes to surveying markets, be as detailed as possible. Get REAL specifications, preferably in writing. If a company says, "Sure we take plastics, send whatever you've got," that is not a material specification.

A material specification will define in detail what types of plastic the market will accept and in what form - loose, baled, or caps removed. It will specify the processing requirements and the minimum bale weight and size. It should specify how much contamination is allowed and whether it varies by resin. Ask your prospective markets how they define quality. Knowing these details is the best way to be sure you know what your markets want.

To market your plastics successfully on a long-term basis, your goal as a collector/processor should be to become a preferred supplier. To become a preferred supplier, you must establish and maintain a good relationship with your markets by always meeting, or better yet, exceeding material specifications.

By understanding the needs of the marketplace, you can help ensure that your materials will always have the best price and markets available.

Calendar of Upcoming Events

Date	Event	Location	Contact
February 18	Texas Country Cleanup	Beaumont	(512) 239-4749
February 19	Texas Country Cleanup	Sealy	(512) 239-4749
February 19-20	Urban Tree Waste Conference	Ft. Worth	(512) 239-6774
February 20	Texas Country Cleanup	El Campo	(512) 239-4749
February 27	Buy Recycled Workshop	Beaumont	(800) 367-8272
March 13-14	Centralized Composting	Galveston	(512) 239-6774
March 27-28	Texas Compost Summit	Austin	(512) 239-6750
April 28-30	Environmental Trade Fair	Austin	(512) 239-6750
April 29	Governor's Awards Environmental Excellence	Austin	(512) 239-3150
October 6-8	Texas Recycling Summit	Austin	(512) 239-6316

Etc...

...Clay Collins recently left his manager position with the Market Development and Workplace team at TNRCC to accept a position with the Capital Area Planning Council in Austin. Our best wishes to Clay. He may be reached at 512/916-6006... Recycle Midland is a new material recovery facility expected to open in February. The \$1.8 million MRF will process an average of 400 tons of garbage a day and employ 25 people. Unlike other MRF's, which handle only recyclable material, this one will process the entire solid waste stream with the exception of yard trimmings, construction refuse and hazardous materials. Unrecyclable wastes will be baled and sent to the landfill. For more information contact Phil Handley, Director of Operations at 915/685-7275.... Balcones Recycling in Austin has moved to 2416 East 6th St. and their new telephone number is 512/472-6200...the General Land Office is sponsoring several Buy Recycled Workshops for 1997: Beaumont in February, Waco-Temple in March, and Amarillo in April. For more information call 1-800-367-8272.

Recycle Texas

The updated Recycle Texas directory (publication number GI-224) is currently being printed and will be ready for your use in March 1997. To order after March 1, call TNRCC publications at 512/239-0028 or fax your request to 512/239-4488 (include the publication title or number, your name and address and phone number). For those who are not familiar with the directory, the TNRCC Market Development Program maintains a recycling markets database that includes collectors, processors, brokers, and manufacturers that buy sell or collect recyclable materials. The database includes about 1000 company listings and

is updated regularly with the most current information about recycling markets in Texas and neighboring states.

Texas Market Prices

(for the week of January 13, 1997)

Material		Processor Price	End-User Price
Aluminum	UBC (cans)	\$0.25 - 0.42/lb ↑	\$0.63 - 0.64/lb ↑
Glass	Flint	0 - 20/ton —	50 - 57/ton —
	Amber	0 - 15/ton —	40 - 59/ton —
	Green	0/ton —	15/ton —
Paper	OCC (cardboard)	10 - 55/ton —	60 - 75/ton —
	ONP (newspaper)	0 - 5/ton ↓	5 - 30/ton —
	White Ledger	30 - 75/ton ↓	100 - 145/ton ↓
	Mixed Paper	0 - 10/ton —	10 - 15/ton —
	Mixed Office Ledger	10 - 40/ton ↑	40 - 80/ton ↑
	Computer Print-out	60 - 150/ton —	200 - 220/ton —
Plastic	PET (mixed colors)	0 —	0.01 - 0.04/lb —
	HDPE (natural)	0 —	0.18 - 0.19/lb —
	HDPE (mixed colors)	0 —	0.06 - 0.10/lb ↓
Steel	Steel Cans	0 - 34/ton ↑	81/ton ↑

The prices listed above are compiled by the TNRCC Recycling Market Development Program and are for reference only. These prices are not firm quotes. TNRCC obtained pricing information from buyers within each category and developed a pricing range. "Processors" include dealers, brokers, scrap yards and collection centers; whereas, "end-users" include mills and plants. Processor prices are for delivered material in metropolitan areas of the state and do not reflect the value of any collection services. End-user prices, except for glass, are for baled material in truckload quantity, f.o.b. seller's dock. The difference between processor and end-user prices is indicative of the value added by separating, baling or otherwise preparing materials to meet end-market specifications. Actual prices paid by end-users will depend on quality, quantity and transportation requirements. Arrows indicate direction of change from previous month.

Printed on recycled paper.

Market News is produced by the TNRCC Recycling Market Development Program. For more information about items in this newsletter, contact the Market Development Team at 512/239-6750, Fax 512/239-6763, or at ocarill@tnrcc.state.tx.us.

The TNRCC is an equal opportunity/affirmative action employer. The agency does not allow discrimination on the basis of race, color, religion, national origin, sex, disability, age, sexual orientation or veteran status. In compliance with the Americans with Disabilities Act, this document may be requested in alternate formats by contacting the TNRCC at (512)239-0010, Fax 239-0055, or 1-800-RELAY-TX (TDD), or writing PO Box 13087, Austin, TX 78711-3087.

Market News Subscription Information

The most valuable tool for market development is good information. It's also the most cost effective. The TNRCC's Recycling Market Development Program publishes Market News, a free monthly newsletter dedicated to bringing you the latest and best information available on markets for recovered materials.

Each month, Market News features articles about specific materials, highlighting individual market success stories and keeping you abreast of market trends. The Recycling Market Development staff want this publication to be truly useful, so don't hesitate to call them at 512/239-6750 with your suggestions and items of interest.

If you would like to receive future copies of Market News, please complete this coupon and fax to **512/239-6763** or mail to:

**Recycling Section/MC 114, Attn: Heidi Wittenborn,
Texas Natural Resource Conservation Commission, P.O. Box 13087, Austin, Texas 78711-3087**

Name: _____

Organization: _____

Address: _____

City, State, Zip: _____